



**ASHVILLE, NC:**

Thu 7/16	Fri 7/17	Sat 7/18	Sun 7/19	Mon 7/20	Tue 7/21	Wed 7/22
86°   68°F	85°   67°F	86°   67°F	87°   67°F	87°   68°F	84°   67°F	85°   67°F
Isolated Thunderstorms	Scattered Thunderstorms	Scattered Thunderstorms	Scattered Thunderstorms	Scattered Thunderstorms	Thunderstorms	Thunderstorms

**OXNARD, CA:**

Thu 7/16	Fri 7/17	Sat 7/18	Sun 7/19	Mon 7/20	Tue 7/21	Wed 7/22
70°   58°F	71°   58°F	73°   58°F	71°   58°F	70°   59°F	71°   59°F	71°   59°F
Mostly Sunny	Partly Cloudy	Sunny	Partly Cloudy	Sunny	Sunny	Sunny

**COACHELLA, CA:**

Thu 7/16	Fri 7/17	Sat 7/18	Sun 7/19	Mon 7/20	Tue 7/21	Wed 7/22
111°   79°F	112°   80°F	114°   82°F	115°   81°F	112°   78°F	109°   79°F	108°   80°F
Sunny	Sunny	Sunny	Sunny	Mostly Sunny	Mostly Sunny	Partly Cloudy

**SALINAS, CA:**

Thu 7/16	Fri 7/17	Sat 7/18	Sun 7/19	Mon 7/20	Tue 7/21	Wed 7/22
71°   57°F	72°   56°F	73°   56°F	73°   58°F	71°   57°F	71°   57°F	70°   56°F
Partly Cloudy	Partly Cloudy	Sunny	Sunny	Partly Cloudy	Partly Cloudy	Partly Cloudy

**JALISCO, MX:**

Thu 7/16	Fri 7/17	Sat 7/18	Sun 7/19	Mon 7/20	Tue 7/21	Wed 7/22
85°   68°F	83°   66°F	82°   65°F	84°   65°F	84°   66°F	84°   66°F	82°   67°F
Thunderstorms	Thunderstorms	Thunderstorms	PM Thunderstorms	PM Thunderstorms	PM Thunderstorms	Thunderstorms

**Good Buys**

Commodity	Produce Expert Tip
<b>Avocados, baby leaf, broccoli, roma tomatoes</b>	You can make a killer salad with these good buy items! Baby leaf is a great addition to a variety of leaf lettuces that you can combine to make a great chopped salad. Avocados are a great textural element, broccoli adds a delicious amount of fiber, and roma tomatoes are sweet and juicy!

## **Fruits & Vegetables**

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**Avocados:** Mexican supply of avocado was flat this week and markets are down slightly despite growers attempts to keep filed prices higher. We continue to see good harvest number this week and are seeing more demand on smaller fruit for retail ads. 80 percent of the Mexican crop has been harvested to date but still anticipating promotable supply through summer. California's harvest continues to show robust. Volume and expect the same through June. Quality is very good, and sizing continues to be consistent on small fruit this week. Estimates are that approximately 50% of California's crop has been harvested to date. Promotable supply expected through August. Peruvian product has begun to arrive in light numbers on the east coast. Quality out of Mexico is good however due to the higher oil content in the fruit, we are seeing shorter shelf life days in storage.

**Bananas:** Overall quality of conventional bananas is good. Plenty of volume available.

**Pineapples:** Volume on large sizes will be tight for the next few weeks. Volumes of 7s/8s will be plentiful during this same timeframe. Quality is high and the taste profile is wonderful.

**Grapes:** Mexico is coming to an end with mixed quality and prices all over the board on both red and green grapes. We are in full swing with Arvin, CA grapes.

## **Berries**

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**Blueberries:** The large volume that typically comes from British Columbia this time of year will be delayed 1-2 weeks due to cold weather and rain. The Pacific Northwest will see increasing volumes each week for the next few weeks. NJ volumes will stop this week and pick up again in 2 weeks when other varieties begin their season. Baja will continue with low volumes though the summer until the fall when volumes increase again.

**Blackberries:** Low supply will continue for another week or two until we expect volume to ramp up in mid to late July. Pacific Northwest regions will begin production during the next couple of weeks. We anticipate our peak supply period to be in August where we will have the majority of the USA producing regions contributing. Supply will be low for a few weeks then ramp up fast toward the August peak.

**Raspberries:** There is a steep downtrend this week as we surpass the low point of the season and all CA regions are producing lower than expected. We have reduced volume through July and do not expect to ramp back up until mid – August.

**Strawberries:** **WATCH LIST** Favorable weather has caused fruit size to improve compared to our initial expectations, therefore we expect steady volumes for the next 3-4 weeks. We expect slightly stronger volume the next few weeks due to our return crop.

## **California / Arizona Citrus**

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**Valencias:** The valencia market is hot and inventory is down. We are trying to harvest as many 88/113/138 for foodservice program orders, but we are still very short on large fruit. USDA farm to family program is also taking majority of the valencias and the business towards covering other orders. We should be getting spot loading inventory on 113s and larger, but still very limited. The fruit is very solid and clean, with limited choice fruit.

**Lemons:** California lemons are extremely short, inventories are way down, although we are seeing improvement on pricing and demand. Quality has been great and the fruit is nice.

**Limes:** Limes are stable right now. No sudden increases for next week coming.

**Grapefruit:** Starr Ruby grapefruit is what we are running with Ruby Reds in the next month, the volume is limited with a hot market. Big fruit has been a struggle. The USDA program is also pulling grapefruit, this will definitely keep the market extremely limited and pricing above historical averages. The fruit is amazing and supply will continue to go up. The fruit is running very clean with a very limited amount of choice fruit.

### **West Coast Lettuce**

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**Butter:** Production volumes are on budget this week. Overall demand is steady, while markets remain flat.

**Green Leaf:** Production volumes are close to budget for the week. Blocks that are being harvested are nice with good texture, size, and weight. Demand has picked up in some areas and markets are stable.

**Red Leaf:** Good supply and quality.

**Iceberg Lettuce:** Good supply and quality.

**Romaine & Romaine Hearts: (Romaine Hearts ESCALATED)** Romaine and romaine heart production supply is a little below normal budget volume. Industry supply is off to a degree as well. We expect reduced supply for at least the next few weeks. Markets are forecasted to maintain elevated levels. Blocks are exhibiting good color, texture, and uniform sizing overall. We expect continual marginal fringe burn.

### **Eastern and Western Vegetables**

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**Green Bell Pepper: ESCALATED** We are seeing markets ease back as supply improves out of North Carolina, Michigan, and New Jersey. Georgia is done for the season. We expect FOB prices to continue to slide as volume ramps up. In the west good volume available out of the central valley and Filmore. Central coast pepper is about three weeks out. Product quality is very nice.

**Red Bell Pepper: ESCALATED** Red bell market remains short; volume crossing through Texas is down due to weather related production issues in central Mexico, Coachella is wrapping up and transitioning to the central valley. Canadian deals are stressed due to viral issues, and lack of labor due to COVID restrictions. Volume improving on Suntans in the east. We expect active markets until we transition over to the Central Valley which could be in two weeks.

**Yellow Pepper: ESCALATED** Yellow bell market is up and supply extremely short this week as we see significant shortfalls on supply out of Central Mexico combined with very light numbers out of Baja. Canadian deals are also ramping up and quality is very nice on all regions. Domestic numbers are very light, and we may not see any true relief until the end of July.

**Mini Sweet Pepper: WATCH LIST** Overall volume is down and markets are tight due to labor conditions in Canada. Mexican volume is lighter than normal due to excessive heat and drought issues.

**Mixed Chili Pepper:** Supply is good, and demand remains moderate which will keep prices higher this week on the entire category. Quality is good across the entire category. New crop Jalapeno, Caribe, and Anaheim now available in California as well! East coast supply transitioning north Supply good out of South Georgia on Poblano, Cubanelle and Jalapeno

**Eggplant:** **ESCALATED** Quality is fair out and limited out of Michigan and California. Georgia is wrapping up for the summer. Demand is moderate.

**Cucumbers:** Cucumber demand is good out of Michigan and North Carolina; Georgia is done. Markets remain steady and quality is good. In the west, good supply crossing through Otay Mesa and South Texas.

**English Cucumbers:** Volume has decline and markets are firming up with lighter Canadian volume available.

**Green Beans:** **WATCH LIST** We continue to see this market ease back as new fields are being harvested out of Virginia. We are still seeing some residual market increases based on demand but expect this market to improve daily. Overall quality is fair and prices for hand-picked beans in the west very active.

**Zucchini/ Yellow Squash: (South Georgia, North Carolina, and California)** Italian squash supply is done out of Georgia, supply continues to ramp up out of North Carolina and Michigan. Quality is very nice on green but continue to see some cosmetic issues on yellow squash. We are seeing better supply this week in the west out of Santa Maria and Central Valley.

### Herbs

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Over the weekend we had high temperatures in our local growing regions but no damage to any of the fresh herbs. **DILL, OREGANO, THYME** and **MARJORAM** took a small hit but mostly just in flowering. Our packers are cleaning and trimming to maintain our standard of quality. The weather predictors are calling for cooler temps this week which will assist in the stabilization of the fields.

**BASIL, CHIVES, MINT** and **PARSLEY** remain very steady and good quality.

HERB	SUPPLY	QUALITY	COUNTRY OF ORIGIN
Arugula	Steady	Good	USA
Basil	Steady	Good	MEXICO
Opal Basil	Limited	Fair	MEXICO
Thai Basil	Limited	Good	USA/MEXICO
Bay Leaves	Steady	Good	Colombia
Chervil	Steady	Good	USA
Chives	Steady	Good	MEXICO
Cilantro	Limited	Good	USA/MEXICO
Dill	Steady	Good	USA/MEXICO
Epazote	Steady	Good	MEXICO
Lemongrass	Limited	Fair	USA
Marjoram	Steady	Good	USA
Mint	Steady	Good	USA

Oregano	Steady	Good	USA
Italian Parsley	Steady	Good	USA
Rosemary	Steady	Good	MEXICO
Sage	Steady	Good	USA
Savory	Limited	Fair	USA
Sorrel	Steady	Good	USA
Tarragon	Limited	Good	MEXICO
Thyme	Steady	Good	MEXICO
Lemon Thyme	Steady	Good	USA
Lavender	Steady	Good	USA
Lime Leaves	Limited	Good	USA

## Melons

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**Cantaloupe:** Cantaloupe production in the Westside region of California has gradually increased over the past week. Markets remain strong with very good retail support, as well as the demand from the USDA box program. California plantings were intentionally scaled back between 20-25% due to the uncertainty of the impact COVID-19 throughout the summer. We anticipate overall volumes to be very manageable over the short term with the demand currently in place. Sizing of cantaloupe has improved since last week as new fields were at least providing a percentage of 12s but overall sizing remains in the 9/9J column. Cantaloupe quality remains excellent with high shell color and internal characteristics. Brix levels are mostly in the 14-16% range with outstanding flavor profiles.

**Honeydew:** Honeydew production remains mostly larger fruit with a smaller percentage of 6s being packed and zero 8s so far. Temperatures in the region have been abnormally high for this time of year and this is having a direct impact on larger fruit. Quality has been mostly clean except for the occasional sugar scars which are indicative of the high sugar content in the melons.

**Watermelon:** **WATCH LIST** Watermelon prices continue to be high due to light supply. Florida is done, Georgia and Alabama have limited supply and demand at retail is putting tremendous pressure on the supply chain. Quality is also being impacted in the east from the moisture and virus pressure. We do not expect to see improvement on supply until mid-July in the east. Demand is strong for Texas and California fruit and many customers have shifted to western product.

## Mixed Vegetables

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**Artichokes:** Good supply available this week. Quality is good. Prices are steady.

**Arugula:** Supply and quality are good.

**Asparagus:** Mexican production is steady and should hold thru mid/late August. Production in Peru dropped due to cold weather.

**Bok Choy:** Supply and quality are good this week.

**Broccoli / Broccoli Florets:** Supply is good this week.

**Brussels Sprouts:** **ESCALATED** Supply should be slightly better for the week but still moderate in volume. Quality is still very good; some elongated shapes are noted. The market demand tone remains steady.

**Carrots (Value Added):** **EXTREME** Many packs sizes, especially the sizes that are hand packed, are in very short supply due to the social distancing regulations from the Coronavirus. Quality remains good.

**Cauliflower:** We are expecting excellent volume all week. Quality is good.

**Celery:** **ESCALATED** Celery is improving but the market is still higher than normal and product is shorter in supply. We expect it to improve in a week.

**Corn:** Supply and quality has improved out of South Georgia. In the west, we continue to see increasing volume out of the Central Valley. Decent numbers are available this week out of the Carolinas. Overall demand is flat this week.

**Cilantro:** Supply is expected to be plentiful this week.

**Fennel:** We will be well below budget on fennel again this week.

**Garlic:** **EXTREME:** The garlic market as a whole remains very volatile. The 2019 Garlic crop is finished. Calif Garlic will be running short through the end of the season until new crop Garlic gets started. Had it not been for Covid-19, this would have happened sooner but due to the decreased demand during this time, this allowed the season to be extended before they needed to source product elsewhere. To cover orders, Garlic Co will be sourcing product from Mexico to fill in and orders "MAY" need to be subbed with Product of Mexico until the new season starts. They are estimating orders will be filled with as much as 50% from Mexico and 50% from Calif but please understand, we will do everything we can to not have to sub or at least keep subs to a minimum. Calif Garlic season is estimated to start in 2-3 weeks but orders could still be subbed with product of Mexico longer until they get into full production with Calif Garlic.

**Ginger:** **EXTREME** Ginger remains very volatile also due to very inconsistent supply and market is higher. Supply to remain tight for the foreseeable future.

**Green Cabbage:** Supply and quality are good this week.

**Green Onions:** Supply and quality are good.

**JICAMA:** Storage product is available; expect to see blemishing as it is storage fruit. Supply stable.

**Kale (Green):** Bunched kale supply is expected to be plentiful for the next few weeks. Quality is good.

**Mushrooms:** **WATCH LIST** Mushrooms continue to be active as shippers are still planting lighter due to the uncertainty of demand. Quality remains good.

**Napa:** Supply and quality are good this week.

**Parsley (Curly, Italian):** Bunched Parsley supply is expected to be plentiful again this week. Quality is good.

**Rapini:** We will have good supply this week. Quality remains strong.

**Red Cabbage:** Supply and quality are good this week.

**Snow Peas: Guatemala:** Steady volume not much demand quality is Good/Fair. **Peru:** Minimal volume, Good quality, no demand. Expecting volumes to increase mid-August.

**Sugar Snap Peas: Guatemala:** Steady volume not much demand quality is Good/Fair. **Peru:** Minimal volume, Good quality, no demand. Expecting volumes to increase mid-August.

**Spinach (Bunched):** Supply is good with fair quality.

**Spinach (Baby):** Supply is good with fair quality.

**Spring Mix:** Supply and quality are both very good.

**Sweet Potatoes and Yams:** Demand for sweet potatoes continues to be high. We will see the market remain steady. FOB's out of all growing regions remain above average, but we should not expect a spike.

### **Onions:**

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The market has stabilized after seeing a quick uptick in FOB prices last week in both California and New Mexico. White onions and small size onions remain more snug than larger size onions. It seems that both New Mexico and California are peaking on jumbo size red and yellow onions. The USDA Box program is putting pressure on consumer lines to keep up with demand, however bulk movement appears to have waned some with demand decreasing in certain areas of the country. Washington is expected to start shipping in about ten days from now, we are anticipating the market will continue to stay stable and may decrease in certain areas. Idaho/Oregon will likely start around the first week in August. Demand is still a wild card given the uncertainty of more COVID shutdowns looming around the country. Trucks have remained tight, and rates have remained elevated as well due to DOT inspections taking place this past week. We anticipate that capacity will improve next week and rates should start to come down.

### **Potatoes:**

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Supply has drastically tightened up throughout the state. While the market typically does react this time of year, as production decreases and supply on hand also decreases, we are beginning to see an extreme situation unfold. In addition to demand being elevated to the USDA Produce Box Program, we are also seeing processors coming back in for supply that many had previously walked away from back in March at the start of the COVID 19 shutdowns. As expected, Washington's increase in market pricing these last few weeks has made its way to Idaho, and we are seeing 40ct through 80ct remain very tight. However, even smaller size count cartons, consumer bags, and Number 2 grade product are all becoming scarce. In addition to this current crop winding down, there is concern that this next year's crop will be similar to the market we experienced this last year. Growers are citing the decrease of about 8% acreage throughout the state, as well as poor seed potatoes ultimately affecting yields for next season. We expect FOB pricing to remain firm and

continue to increase in small ways each week until the end of old crop. New crop potatoes are expected to start shipping around the first or second week of August. We will likely not experience any pricing relief until around the last week in August when harvest is really into full swing. Trucks remain in short supply, and we are continuing to see rates increase with capacity tightening.

**\*\*Please plan to allow extra lead time for placing orders, and remember the pricing is figured off of the weekly pricing on the day the order ships. Straight loads of any size will be tough to come by until we get to new crop as growers are needing to save these to cover mixer orders.**

## **TOMATOES**

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### **East Coast**

- **Rounds: WATCH LIST** Supply is slow out of Alabama, Eastern Tennessee and North Carolina keeping markets firm this week. We continue to see rain delays and slower production as harvest crews cannot enter fields. We could see potential GAPS in supply and well as shorter supply on small fruit as growers crown pick. California is picking very good numbers this week but will need to watch quality due to the heat. We do expect to see very light supply and potential GAPS over the week in the east as production begins to shift out of the Carolinas to Arkansas and Alabama.
- **Romas:** Florida is done and seeing improved numbers out of the Tennessee and Carolina Mountain deals. We should see better volume out of Alabama next week. Good production continues in California. Quality is very nice.
- **Grapes: ESCALATED** In the East, grape supply remains light pushing prices higher this week. We are hoping this turns around this week as transition continues to the eastern shore/ Virginia. Quality is fair; we are seeing a lot of shrivel and decay in the fields due to excessive moisture.
- **Cherries: ESCALATED** Cherry production has also firmed up because of recent rains and FOB prices are unchanged this week.
- **Organic Tomatoes:** Markets are up this week; very limited supply.

### **Mexico**

- **Rounds:** Markets are mixed this week due to an uptick in demand on new crop Mexican vine ripe tomatoes. Volume crossing through McAllen and Baja continues to increase while Nogales is about done for the season. We are still seeing delays due to the USDA inspections as required by the new suspension agreement causing rejections and delays at the border. Quality overall is very nice.
- **Romas:** Markets are mixed this week due to an uptick in demand on new crop Mexican vine ripe tomatoes. Volume crossing through McAllen and Baja continues to increase while Nogales is about done for the season. We are still seeing delays due to the USDA inspections as required by the new suspension agreement causing rejections and delays at the border. Quality overall is very nice.
- **Grapes:** Grape volume is slowly improving in the west as new crop volume increases crossing through Texas and Otay Mesa. Quality is good and we are seeing some shifting demand from the east as supply is limited out of the Carolinas. FOB prices remain mixed this week.
- **Cherries:** There is little demand in cherry tomatoes due to the lack of retail demand. Expect to see a steady market with some decreasing volumes as we transition into new crop.

## **APPLES & PEARS**

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**Apples:** There is good supply on new crop fruit out of all major domestic growing areas. The Granny Smith market for foodservice will remain tight due to a shift in sizes; there is lighter than normal crop on 100s. Quality is very nice across all varieties.

**Asian Pears:** Asian pear supply is available. Chilean & Argentine Bartlett Pears in LA.

## **STONE FRUIT**

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**Apricots:** New crop out of California available

**Cherries:** New crop cherries are available out of California.

**Peaches:** Good supply and quality available out of California, Georgia, and South Carolina.

**Plums and Nectarines:** Good supply and quality available out of California.